



LENDER NEWS

A Publication of the Des Moines District Office and Cedar Rapids Branch Office

April, 2006

From the District Director's Desk

FY 2006 Midpoint - Continuing the Transition

Dear Lender:

We have reached the midpoint in our federal fiscal year, which provides an opportune time to assess our activity. This past year LowDoc made up 41% of our 7(a) loan activity. We anticipated and did have a drop in our 7(a) loan activity due to the loss of Low Doc at the end of September going from 342 loans to 310. We are pleased the transition that has taken place to our SBAExpress and Community Express programs. Last year at this time we did not have any Iowa based financial institutions as Community Express lenders. Today we have 14 additional lenders utilizing this program with a number of applications in process. A year ago, we had approximately 25 Express lenders whereas today we have 67. Three Iowa-based financial institutions have attained Preferred Lender status since January.

We are proud of the fact that 208 financial institutions used the 7(a) program last year - primarily with LowDoc. We want to see the same for our Express/Community Express programs. If you are a former

LowDoc user and not in our group of Express and Community Express lenders please join us in our Ready Talk conversations while at your desk scheduled for April 27 and 28. Find out how these programs and our electronic interface may be even simpler and easier to use tools than LowDoc.

We encourage you to contact us if you have questions or are experiencing challenges in the processing and servicing of your SBA loan applications and portfolio. We have received constructive feedback on how to improve our services and compliments on services received from both our office and our centers. Please continue to provide the feedback. It enables our centers, and headquarters and us to be of greater service to you. I look forward to our conversations on the 27th and 28th.

Sincerely,

Joseph M. Folsom
District Director

Ready Talk Sessions on Express and E-Tran - April 27 & 28

If you missed the special "Lender Update" that went out last week, we want to make sure that you're aware that you are invited to participate in two "Ready Talk" sessions to be held later this month regarding the SBA's Express Program.

Please join us on Thursday, April 27th as District Director Joe Folsom, Deputy District Director Tom Harbison and Lead Lender Relations Specialist Vern Sample give a brief overview of SBAExpress and SBA Community Express, outline how to become an Express Lender, and provide detailed information on how to go about getting an approval once you've decided to make an Express Loan.

Then, on Friday April 28th, we hope you'll

join us again as Stephen Kucharski, with the SBA's Office of Financial Assistance in Washington, D.C., gives a detailed overview of the SBA's E-Tran program.

E-Tran allows lenders to electronically submit their information for an Express loan, dramatically increasing the turn-around time to the point where same day approval is possible.

"Ready Talk" is an interactive system allowing you to participate from your office by conference call while following along with the visual presentations using your PC. The call-in number is (866)740-1260 and the access code is 3076101#. To access the visual presentation, go to www.readytalk.com

and enter access code 3076101 in the "Access Code" box under "Participant Login." Once you've done that, simply fill out the registration information and click "submit."

The phone number and access number for both sessions will be the same. Sessions will begin at 9:30 a.m. and last approximately one hour. We ask that participants sign on by 9:25 a.m.

Participation is limited to 95 lines, so please RSVP your participation to Dave Lentell by e-mail at thomas.lentell@sba.gov. If you have any questions about Ready Talk, e-mail Dave or call him at (515) 284-4522.

INFORMATION

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PLP Processing Center

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Decrease Your Turnaround Time on Express Loans with E-Tran

With the upcoming "Ready Talk" sessions on Express/Community Express and E-Tran, we thought we'd remind you of some of the benefits of E-Tran. As you know by now, the SBAExpress program provides an opportunity for you to obtain a fifty percent guaranty on a small business loan using mostly your own forms with an expedited approval process. Our commitment is one business day approval upon receipt of a complete and eligible loan request. However, with E-Tran, we can do even better than one day.

To be more responsive to lender and small business needs the SBA launched E-Tran as

a Web based loan application interface for lenders. E-Tran is designed for use with commercial loan software applications. It provides a virtually seamless interface for the submission and electronic approval of your loan application to SBA. Approval of loan applications meeting eligibility and processing criteria can be a matter of minutes.

Three channels for accessing E-Tran to process SBAExpress loans are through:

- A Web page where lenders can enter loan information for single loans;
- A secure Web site capable of accepting multiple applications simultaneously

via an XML (Extensible Markup Language) file transfer;

- Software intermediaries that have E-Tran loan submission functionality built into their loan application programs.

E-Tran is presently being offered only to SBAExpress lenders.

We hope you'll join us for the "Ready Talk" discussion on E-Tran on April 28th (as well as the Express/Community Express discussion on April 27th). Details on how to participate can be found on page 1 of this newsletter.

Thank You for Your Increased Use of SBA Loans This Fiscal Year

We're halfway through Fiscal Year 2006 and we'd like to thank the following lenders who have increased their SBA lending during FY 2006 by two or more loans vs. the same period last year.

- American National Bank (Holstein)
- Anchor Bank FSB (Wisconsin)
- Bank Iowa (Altoona)
- Bank Iowa (Cedar Rapids/Waterloo)
- Bank Midwest Minnesota/Iowa
- Bankers Trust Co. (Cedar Rapids)
- Capital One
- CIT Small Business Lending (Texas)
- Community Bank (Alton)
- Community Bank of Boone
- Community National Bank (Waterloo)
- East Dubuque Savings Bank
- Exchange State Bank (Adair)
- Farmers and Merchants Savings Bank (Lone Tree)
- Fidelity Bank (West Des Moines)
- First Central State Bank (De Witt)
- First National Bank (Waverly)
- First State Bank (Conrad)
- Glenwood State Bank
- Great Western Bank
- Guaranty Bank and Trust Co. (Cedar Rapids)
- U.S. Bank
- United Bank of Iowa (Ida Grove)
- Wells Fargo

Thank you to all of our lending partners who have worked with us in FY 2006. If you'd like to discuss ways you can increase your SBA loan activity, give Vern Sample, our Lead Lender Relations Specialist, a call at (515) 284-4554

SBA Lender Activity Report for March

LENDER NAME	LOCATION	#	\$AMOUNT
WELLS FARGO	IOWA	7	\$871,000
U.S. BANK	IOWA	7	\$190,000
SIOUXLAND ECON. DEV. CORP.	SIOUX CITY	6	\$1,702,000
CAPITAL ONE	VIRGINIA	6	\$160,000
FIRST AMERICAN BANK	FORT DODGE	5	\$637,000
BANK OF AMERICA	IOWA	5	\$155,000
CORP FOR ECON. DEV	DES MOINES	2	\$532,000
COMMUNITY BANK OF BOONE	BOONE	2	\$221,600
FIRST BANK	WDMS	2	\$1,274,700
UNITED BANK OF IOWA	IDA GROVE	2	\$1,254,900
COMMUNITY NATIONAL BANK	WATERLOO	2	\$125,000
GREAT WESTERN BANK	CLIVE	2	\$113,300
COMMUNITY SAVINGS BANK	CEDAR RAPIDS	1	\$85,000
BANKERS TRUST CO.	CEDAR RAPIDS	1	\$75,000
BANK IOWA	SHENANDOAH	1	\$600,000
HEDRICK SAVINGS BANK	HEDRICK	1	\$60,000
DUTRAC COMMUNITY CU	DUBUQUE	1	\$48,000
FIRST NATIONAL BANK	WAVERLY	1	\$450,000

LENDER NAME	LOCATION	#	\$AMOUNT
E.C.I.A. BUSINESS GROWTH	DUBUQUE	1	\$443,000
CIT SMALL BUS. LENDING	TEXAS	1	\$400,000
FIRST NATIONAL BANK	AMES	1	\$300,000
THE GRUNDY NATIONAL BANK	GRUNDY CENTER	1	\$300,000
NORTHWEST BANK & TRUST CO.	DAVENPORT	1	\$300,000
COMMUNITY STATE BANK	ANKENY	1	\$285,000
PRIMEBANK	SIOUX CENTER	1	\$283,500
AMERICAN NATIONAL CORP.	NEBRASKA	1	\$250,000
BUSINESS LOAN CENTER, LLC	FLORIDA	1	\$25,000
ANCHOR BANK, FSB	WISCONSIN	1	\$230,000
GLENWOOD STATE BANK	GLENWOOD	1	\$23,000
IOWA STATE BANK	DES MOINES	1	\$227,000
POLK COUNTY BANK	JOHNSTON	1	\$185,000
FIRST CENTRAL STATE BANK	DE WITT	1	\$150,000
QUAD CITY BK & TR CO	BETTENDORF	1	\$150,000
IOWA BUSINESS GROWTH CO.	JOHNSTON	1	\$125,000
UNION STATE BANK	MONONA	1	\$100,000

The following lenders in Iowa were participant lenders in the SBA's 504 loan program during the month of March

LENDER NAME	LOCATION	#	\$AMOUNT
FIRST NATIONAL BANK	AKRON	1	\$741,000
DEWITT BANK AND TRUST	DEWITT	1	\$524,491
COMMUNITY STATE BANK	ARIZONA	1	\$465,200
FIRST AMERICAN BANK	FORT DODGE	1	\$236,307

LENDER NAME	LOCATION	#	\$AMOUNT
FARMERS SAVINGS BANK	REMSSEN	1	\$195,400
PEOPLES NATIONAL BANK	COUNCIL BLUFFS	1	\$150,000
IOWA STATE BANK	HULL	1	\$64,142
PEOPLES BANK	ROCK VALLEY	1	\$50,000